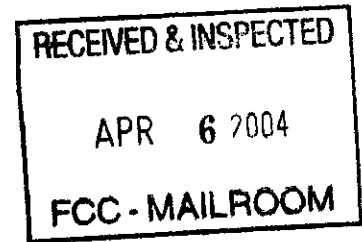




ORIGINAL



April 2, 2004

Marlene H. Dortch, Secretary  
Federal Communications Commission  
Office of the Secretary  
445 12th Street, SW  
Washington, DC 20554


RE: Notice of Ex Parte Communication

WC Docket Nos. 02-33, 02-52, 01-337, 01-338, 03-266, 04-36

Dear Ms. Dortch:

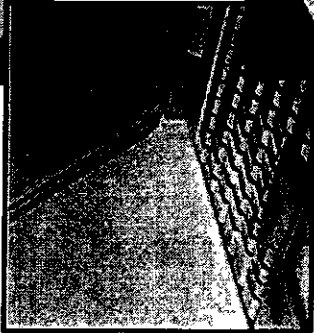
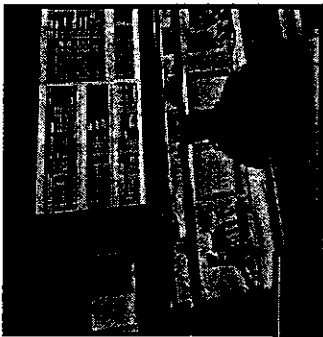
On March 31, 2004, Steve Gray, James Thompson and Bill Courter met with Commissioner Abernathy and Senior Legal Advisor Matt Brill regarding issues in the above-referenced docket concerning the possible impact on the facilities-based CLEC industry. We are also filing the attached document that was discussed and left behind during this meeting.

Very truly yours,

  
William H. Courter  
Assistant General Counsel

Cc: Commissioner Abernathy  
Matt Brill

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# Company Overview



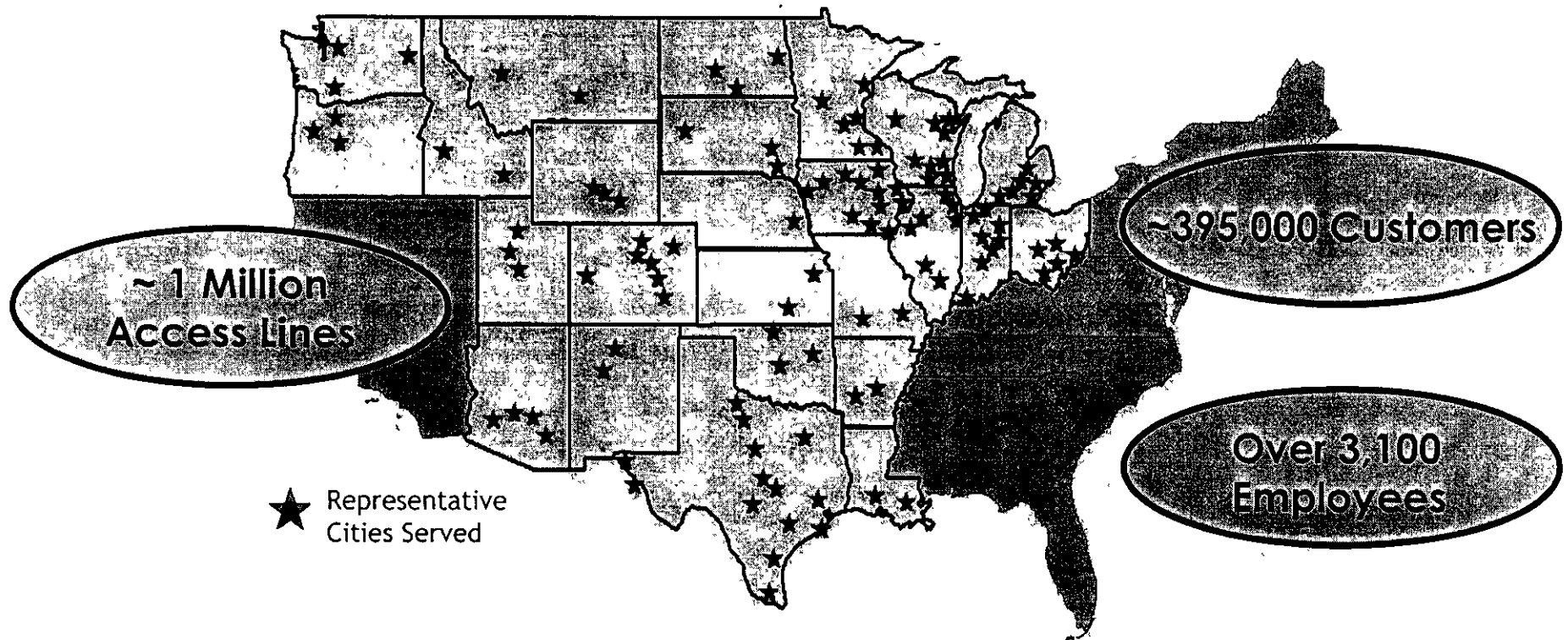
## VOICE • DATA • INTERNET

- Forstmann Little & Co. today owns 58% of McLeodUSA
- Focused strategy on integrated communication services in a 25-state footprint covering Midwest, Southwest, Northwest and Rocky Mountains
- New, experienced management team has executed strategic initiatives that have substantially improved the operation of the business
- One of the nation's largest, independent competitive telecommunications services providers
  - Approximately 1 million business and residential access lines in service
    - 65% UNE-L; 35% UNE-P/Resale
  - Approximately 395,000 customers at 4Q03
  - Approximately \$870 million of Telco revenue in 2003
  - Positive Telco EBITDA since 2Q02

# McLeodUSA's 25 State Footprint



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• 38 ATM Switches  
• 44 Voice Switches

• 1,003 Collocations  
• 435 DSLAMs

# McLeodUSA Strategy



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- Customer oriented thinking
- Simplified products... to sell, deliver, bill and service... packaged to provide value-added customer solutions
- Low cost, highly reliable, facilities-based network
- Streamlined business processes and the “right” systems infrastructure... scalable for growth
- Trained, committed workforce... high quality performance
- Teamwork, integrity and accountability in all we do
- Focus on profitable revenue growth & positive cash flow

# 2003 Operating Highlights



## VOICE • DATA • INTERNET

### Significantly Improved Operational and Financial Performance


	<u>2002</u>	<u>2003</u>
• Customer satisfaction	85%	92%
• Billing ticket accuracy	99.3%	99.7%
• Network reliability	99.994%	99.999%
• Business line churn	2.5%	1.8%
• Total line churn	2.6%	2.1%
• Lines on network (UNE-L)	52%	65%
•  <b>QUALITY</b> certifications	0	3,100
• Revenue	\$992MM	\$869MM
• Gross margin %	37.4%	42.6%
• Cost savings	\$ 75MM	\$114MM
• Total SG&A	\$350MM	\$312MM
• Adjusted EBITDA	\$ 21MM	\$58MM

All key operational goals met - well positioned for future success

## 2004 Goals



### VOICE • DATA • INTERNET

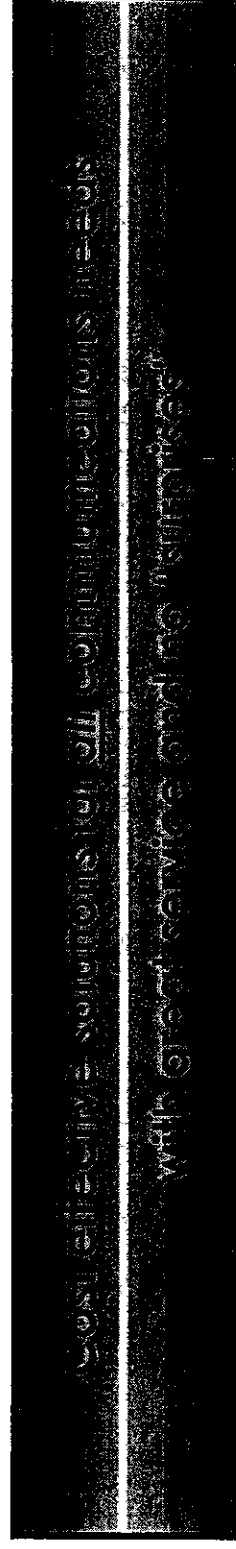
- Continued network quality and reliability
- Maintain customer satisfaction rating >90%
- Continued “first bill” review and accuracy > 99.7%
- Reduce customer churn
- Complete 2004  **QUALITY** training and certification program
- Launch new products: IAD phase 3 (VoIP) and managed services

## Summary



### VOICE • DATA • INTERNET

- Complete set of product offerings... Voice, Data and Internet
- Outstanding, experienced management team with proven track record
- Highly trained and committed workforce
- Outstanding operational performance...service delivery, billing and customer care
- Excellent reputation for high quality service
- Commitment to excellent, long-term customer relationships





# Multiple proceedings on CLEC access to "Bottleneck" facilities



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- 271 Forbearance
  - 271 approvals just completed
  - Basic premise . . . RBOC obligations continue
  - Independent obligation exists
- VoIP
  - Last-mile facilities cannot be replicated
  - Need Title II access to IP-enabled loop and transport facilities
  - Maintain existing ability to use collocations for VoIP
- Fiber-to-the-Home
  - Home means home -- not curb
  - Slippery slope
  - RBOCs have not curtailed investment
- Broadband NPRM
  - Residential only; Retail
  - Not wholesale or underlying facilities

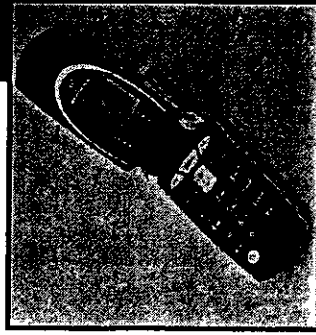
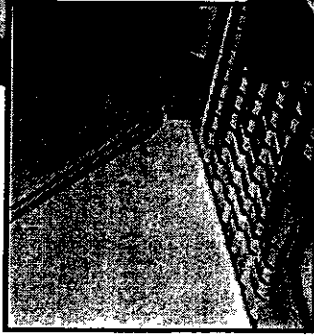
The individual impact, much less cumulative,  
could end intramodal competition

# Key Requirements



## VOICE • DATA • INTERNET

- Loops Continued unbundled access and full use at TELRIC
- EELS Continued unbundled access and full use at TELRIC
- Transport Continued unbundled access and full use at TELRIC
- Switchport 1 – 2 year transition @ TELRIC pricing in competitive markets
- Pricing
  - UNEs at TELRIC
  - “Just and Reasonable” for non-UNEs
    - strict and expedited enforcement
  - All pricing subject to imputation
  - NRCs continue to be a barrier to facilities-based competition



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